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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 2, March 1985

MIDDLE ATLANTIC REGION (MAPA)

Bucknell University
Carnegie-Mellon University
Cedar Crest College
Delaware State College
University of Delaware
Fairleigh Dickinson University - Teaneck
George Washington University
Grove City College
IUP - Indiana, PA
Lafayette College
Lehigh University
Lincoln University (PA)
Morgan State University
New Jersey Institute of Technology
Pennsylvania State University
Pennsylvania State University - Capitol Campus
University of Pennsylvania
University of Pennsylvania - Wharton Graduate School
University of Pittsburgh
Princeton University
Rutgers University - Camden-College of Arts and Sciences
Rutgers University - New Brunswick
Villanova University
Virginia State University
West Virginia University

The 187 placement offices at the 163 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Middle Atlantic region.

The data are based on salary offers made to students graduating between September 1, 1984, and August 31, 1985. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (February 2 through March 1) and cumulatively (September 1 through March 1). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/2/85 THROUGH 3/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 3/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	104	846	$1687	$1693	$1833	$1666	$1583	286	3269	$1667	$1676	$1833	$1666	$1500
Business—General (incl. Mgmt.)	34	308	1724	1626	2166	1791	1042	77	1081	1675	1593	2166	1750	1042
Marketing & Distribution	1	112	1825	1539	*	*	*	16	583	1444	1533	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	8	57	1779	1544	*	*	*	32	246	1511	1388	2041	1500	953
Economics[2]	9	49	1710	1839	*	*	*	16	130	1625	1609	*	*	*
Other Social Sciences	8	77	1281	1475	*	*	*	19	314	1253	1381	*	*	*
ENGINEERING														
Aeronautical	2	76	2045	2228	*	*	*	6	192	2067	2204	*	*	*
Chemical	39	284	2365	2402	2458†	2425	2200	64	724	2374	2374	2458†	2425	2200
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	8	97	2172	2031	*	*	*	22	393	2087	1968	2314	2125	1733
Electrical (incl. Computer Engrg.)	113	1094	2260	2297	2435	2350	1925	211	3416	2220	2258	2433	2316	1866
Geological	+	10	+	2118				+	28	+	2243			
Industrial	18	133	2305	2214	*	*	*	38	435	2266	2174	2417	2261	2083
Mechanical	54	574	2254	2273	2425	2343	1930	121	1873	2230	2240	2425	2300	1930
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	4	29	2307	2330	*	*	*	11	96	2270	2278	*	*	*
Mining	1	4	1917	2042	*	*	*	2	15	2194	2085	*	*	*
Nuclear (incl. Engrg. Physics)	3	9	2372	2357	*	*	*	6	36	2356	2264	*	*	*
Petroleum	+	24	+	2537				8	186	2753	2660	*	*	*
Engineering Technology	13	62	2076	2130	*	*	*	29	289	2147	2136	2460	2208	1458
SCIENCES														
Agricultural Sciences	2	21	1687	1431	*	*	*	6	83	1500	1437	*	*	*
Biological Sciences	1	8	1100	1311	*	*	*	6	40	1229	1435	*	*	*
Chemistry	2	22	2038	1757	*	*	*	5	58	2048	1813	*	*	*
Computer Science	55	353	2042	2073	2350	2100	1750	107	1250	2048	2031	2325	2100	1750
Health (Medical) Professions	1	15	1666	1564	*	*	*	2	91	1554	1819	*	*	*
Mathematics	12	45	2190	1984	*	*	*	26	99	2096	1990	2491	2208	1485
Other Physical & Earth Sciences	2	23	1493	1861	*	*	*	5	66	1494	1824	*	*	*
Totals	494	4332						1121	14995					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
† The 90th and 50th percentiles are close in value because of a clustering of offers.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/2/85 THROUGH 3/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 3/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	113	923	$1702	$1706	$1833	$1666	$1583	303	3416	$1669	$1681	$1835	$1666	$1500
Business Administration	15	156	2008	1620	*	*	*	35	656	1867	1369	2425	1916	1300
Communications	5	23	1996	2051	*	*	*	13	133	2026	1439	*	*	*
Community & Service Orgs. Work	2	20	958	1316	*	*	*	2	61	958	1370	*	*	*
EDP-Programming/Systems	65	413	2072	2079	2350	2125	1750	136	1393	2061	2066	2308	2125	1750
Engineering	234	2212	2264	2289	2435	2354	1930	467	7157	2246	2253	2446	2334	1917
Farm & Natural Resources Mgmt.	1	7	1916	1490	*	*	*	1	37	1916	1443	*	*	*
Finance & Economics	11	64	1875	1677	*	*	*	18	271	1687	1628	*	*	*
Health (Medical) Services	1	17	1666	1426	*	*	*	4	108	1381	1730	*	*	*
Manufacturing &/or Industrial Oprs.	5	73	2069	2056	*	*	*	11	218	2124	2052	*	*	*
Mathematics/Statistics	4	19	1987	1949	*	*	*	12	59	1885	1959	*	*	*
Merchandising/Sales Promotion	12	112	1303	1448	*	*	*	35	530	1319	1431	1583	1300	1000
Personnel/Employee Relations	5	41	1450	1921	*	*	*	14	75	1441	1772	*	*	*
Research—Non-Scientific	4	19	2208	1960	*	*	*	11	55	1910	1887	*	*	*
Research—Scientific	7	54	2175	1921	*	*	*	20	160	1979	1944	2425	2221	1250
Rotational Training—Non-Technical	+	44	+	1469				2	128	1708	1471	*	*	*
Rotational Training—Technical	1	25	2335	2069	*	*	*	3	51	2346	2029	*	*	*
Sales—Non-Technical Degree	7	99	1595	1638	*	*	*	30	432	1421	1575	1750	1417	1041
Sales—Technical/Scientific Degree	2	11	1650	2128	*	*	*	4	55	1888	2141	*	*	*
Totals	494	4332						1121	14995					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 2/2/85 THROUGH 3/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 3/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	3	70	$1850	$2111	*	*	*	6	311	$1834	$2048	*	*	*
MBA (Non-Technical Undergraduate)	2	122	2450	2276	*	*	*	23	357	2007	2155	$2333	$1755	$1755 †
MBA (Technical Undergraduate)	+	21	+	2341				2	78	2579	2447	*	*	*
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	+	10	+	2600				2	52	1791	2271	*	*	*
Industrial Mgmt. (incl. Industrial Admin.)	+	4	+	2266				1	16	2250	2314	*	*	*
Administration (incl. Public, Hospital, etc.)	+	3	+	2357				1	17	2375	2280	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	2	6	1791	1683	*	*	*	15	29	1411	1519	*	*	*
Social Sciences	+	13	+	2015				3	50	1597	1713	*	*	*
ENGINEERING														
Chemical	3	29	2494	2635	*	*	*	15	63	2530	2541	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	12	+	2486				+	92	+	2343			
Electrical (incl. Computer Engrg.)	1	111	3083	2746	*	*	*	2	363	2958	2716	*	*	*
Industrial	1	9	2725	2689	*	*	*	3	34	2436	2420	*	*	*
Mechanical	9	62	2492	2630	*	*	*	21	181	2529	2569	2750	2541	2165
Nuclear (incl. Engrg. Physics)	+	3	+	2386				+	12	+	2561			
SCIENCES														
Chemistry	1	1	2333	2333	*	*	*	4	10	1823	1930	*	*	*
Computer Science	6	35	2409	2637	*	*	*	19	152	2153	2493	*	*	*
Geology & Related Geological Sciences	2	16	2775	2705	*	*	*	4	71	2744	2578	*	*	*
Mathematics	+	5	+	2282				+	12	+	2443			
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	1	+	2666				+	17	+	2568			
Totals	30	533						121	1917					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
† The 50th and 10th percentiles are the same because of a clustering of offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 2/2/85 THROUGH 3/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 3/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	+	28	+	$2498				3	65	$1505	$2424	*	*	*
MBA - Tech Undergraduate	+	4	+	3042				+	12	+	2667			
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	+	29	+	2759				1	54	2750	2639	*	*	*
MBA - Tech Undergraduate	+	8	+	3092				+	11	+	2968			
Over 4 years														
MBA - Non-Tech Undergraduate	1	19	$2000	2686	*	*	*	1	51	2000	2599	*	*	*
MBA - Tech Undergraduate	+	6	+	2837				+	16	+	2727			
Totals	1	94						5	209					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	7	14	$3378	$3436	*	*	*	16	52	$3337	$3368	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	+	+	+				4	7	2375	2471	*	*	*
Electrical (incl. Computer Engrg.)	+	12	+	3379				7	37	3155	3390	*	*	*
Mechanical	3	7	3300	3215	*	*	*	11	23	3092	3071	*	*	*
SCIENCES														
Chemistry	1	10	3167	3043	*	*	*	8	63	2723	2882	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	1	2	2583	2709	*	*	*	3	8	3111	2583	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	3	+	3406				1	15	3500	3168	*	*	*
Physics	1	4	3758	2752	*	*	*	5	20	2916	3019	*	*	*
Totals	13	52						55	223					

[1] Years of previous full-time, non-military employment.
[2] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

1985 MAPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO,MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1675 1800 1583	96	1920	2							1825	1
BUSINESS - GENERAL			1784	6	1182	9	1707	6	2166	1	1825	1
MARKETING/DISTRIBUTN							1825	1				
HUMANITIES					1416	1	1851	5				
ECONOMICS	1761	3	1696	4							1825	1
OTHR SOCIAL SCIENCES	1917	1			958	1						

1985 MAPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AERONAUTICAL												
CHEMICAL							2076	1	2422	3		
CIVIL -CNSTR/SAN/TRP	2208	2					2625	1			1833	1
ELECTRICAL -COMPTR	2166	1					2329 2500 2190	31	2422	4	2425	2
GEOLOGICAL												
INDUSTRIAL	2173	5					2266	3				
MECHANICAL			2000	1			2202	11	2479	4	2184	4
METALLURGICAL							2258	1	2333	1		
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH							2244	3	2343	3	1862	3

1985 MAPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES			1100	1								
CHEMISTRY												
COMPUTER SCIENCE	2043	1	2189	4	1630	2	2022	11				
HEALTH (MED) PROFSNS												
MATHEMATICS							2323	4				
OTHR PHYSCL/EARTH SCI												

1985 MAPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING	1708	2	1850	2			1917	1				
BUSINESS - GENERAL	2197	3	2010	1			2106	4			2083	2
MARKETING/DISTRIBUTN												
HUMANITIES												
ECONOMICS												
OTHR SOCIAL SCIENCES					1521	2						

1985 MAPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2384 2458 2360	25	2250	2	2420	3	2425	2	2130	1		
CIVIL -CNSTR/SAN/TRP	2300	1	2083	1								
ELECTRICAL -COMPTR	2358	4	2354	13			2344	4	2350	2		
GEOLOGICAL												
INDUSTRIAL	2300	2	2235	1	2407	4			2400	1		
MECHANICAL	2418	9	2283	4	2417	3	2425	2	2283	3	2350	1
METALLURGICAL			2235	1					2400	1		
MINING											1917	1
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH	2475	1										

1985 MAPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AGRICULTURL SCIENCES					1687	2						
BIOLOGICAL SCIENCES												
CHEMISTRY							2365	1				
COMPUTER SCIENCE	2263	4	2080	3			1750	1	2117	3	2141	1
HEALTH (MED) PROFSNS												
MATHEMATICS	2216	1							2000	1	2212	2
OTHR PHYSCL/EARTH SCI												

1985 MAPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING												
BUSINESS - GENERAL	1834	1										
MARKETING/DISTRIBUTN												
HUMANITIES	2058	1									1500	1
ECONOMICS							1500	1				
OTHR SOCIAL SCIENCES							1208	2			958	2

1985 MAPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL							2045	2				
CHEMICAL	2358	1			2208	1						
CIVIL -CNSTR/SAN/TRP	2167	1					1950	1				
ELECTRICAL -COMPTR	1821	2			2358 2395 2291	32	1847	18				
GEOLOGICAL												
INDUSTRIAL	2583	1			2390	1						
MECHANICAL			2379	2	2372	3	1823	7				
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS					2372	3						
PETROLEUM -NATL GAS												
ENGINEERING TECH					2083	1	1544	2				

1985 MAPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY	1750	1										
COMPUTER SCIENCE	2087	6			2285	7	1829	12				
HEALTH (MED) PROFSNS											1666	1
MATHEMATICS	2279	2			2308	1	1483	1				
OTHR PHYSCL/EARTH SCI							1493	2				

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 02/02/85 THROUGH 03/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO,MECH-EQPT	BLDG MATERIAL
MBA - NON-TECHNICAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
MBA - TECHNICAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 02/02/85 THROUGH 03/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
MBA - NON-TECHNICAL	/ 2600 1 / /	/ / /	/ / /	/ 2300 1 / /	/ / /	/ / /
MBA - TECHNICAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 02/02/85 THROUGH 03/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MBA - NON-TECHNICAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
MBA - TECHNICAL	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /